

# THE TRANSPORTATION LINK

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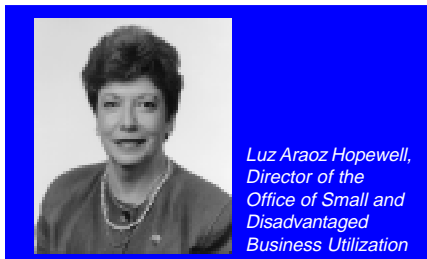
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MARCH 1998



Luz Araoz Hopewell,  
Director of the  
Office of Small and  
Disadvantaged  
Business Utilization

## Expanding Business Opportunities for Women

March is the month we recognize the contributions of the American woman in business. I am pleased that this newsletter focuses on that growing segment of our economy and introduces federal initiatives to expand business opportunities for women. The successes of women throughout our country's history are well-established; but even more significant is the increasing impact women are having in the transportation industry, often in nontraditional roles.

I get excited every time I learn about the contributions being made by women-owned businesses in the design, building and maintenance of our nation's transportation system and to meet the entrepreneur behind that success. Also, the increasing enrollment of women in America's service academies, including our own U.S. Coast Guard and Merchant Marine Academies, will continue to provide opportunities for women to be a part of shaping the transportation infrastructure of the 21st century.

Next month's newsletter will be dedicated to *Customer Service*. We welcome your feedback on the service we provide to you ~ our customers. We want you to return to DOT knowing that we are eager to assist you as you pursue business with the Department of Transportation.

Women-owned businesses are making a significant difference in the American economy with expansion in the construction, transportation and wholesale trade industries leading the growth. President Bill Clinton announced during his first term in office that, *"I am launching a bold federal initiative to promote the role of women business owners nationwide. Businesses owned by women constitute one of the fastest growing sectors of the economy. Federal agencies should be committed to the advancement of economic opportunities for women."* Already, the federal government's policies and actions have had a positive impact on women's opportunities to succeed in business.

The Department of Transportation (DOT) is leading the way in promoting contract opportunities for women-owned businesses, by providing stepped-up outreach and advocacy efforts to encourage and support women-owned and all small businesses. Specifically, the DOT offers four programs:

- ***DOT's Bonding Assistance Program*** - This program provides bid, performance and payment bonds to certified disadvantaged businesses performing on transportation-related contracts. Bonds are provided on contracts and subcontracts up to \$1 million. The Bonding program has provided nearly 200 bonds for over \$40 million during the years of 1994 through 1997.

- ***DOT's Short Term Lending Program (STLP)*** - This program provides accounts receivable financing at prime interest rates to certified disadvantaged businesses performing on transportation related contracts. STLP lines of credit give eligible firms financial flexibility, enabling borrowers to manage contracts more efficiently, to compete for more and larger contracts and, eventually, to obtain financing in the commercial marketplace. The STLP program has provided 184 lines of credit totalling over \$35 million during the years of 1994 through 1997.

- ***Liaison Outreach Services Program (LOSP)*** - This DOT program is designed to increase participation by women and minorities in DOT procurement. LOSP funds trade and service associations, including women's business advocates, to work with small, women and minority-owned firms to increase their awareness of DOT contract opportunities and financial assistance programs.

- ***Transportation Marketplaces*** - DOT conducts trade fairs around the country to promote opportunities for contracting at the federal, state and local levels. Other federal agencies are represented as well. These Transportation Marketplaces also offer workshops and one-on-one assistance for women-owned and minority businesses interested in DOT's Bonding Assistance, Short Term Lending Programs and in certification as a disadvantaged business enterprise.

*continued on page 2*



## Follow the Money...



### Warren Wagon Road: Payette National Forest

This solicitation consists of 9.330 kilometers of paving. Estimated cost range of project is \$500.00-1.5 Million. Project includes: construction survey/staking; schedules for construction; contractor sampling/testing; material source development/rehabilitation; 14,500 metric ton hot asphalt concrete pavement; 650 metric ton untreated aggregate course; 750 cu meter subexcavation; 60 meter guard-rail; 1,200 hr flagger; 300 hr pilot car; 37,000 meter pavement markings; and other smaller items of work. This project is located approximately 22 miles north of McCall, Idaho. Preliminary plans have been issued with solicitation documents available in early Spring 1998.

For additional information please contact Julie McTaggart at the United States Department of Transportation, Federal Highway Administration, Western Federal Lands Highway Division Contracts Section, 610 East Fifth Street, Vancouver, WA 98611-3893. (360) 696-7520 or Fax (360) 696-7932.

### Minuteman Missile Base Roads Cascade, Judith Basin and Fergus Counties, MT

This solicitation is bid under 3 schedules and consists of 93.370 (Sch A), 85.480 (Sch B), or 56.190 (Sch C) kilometers of aggregate surfacing. This project has an estimated cost range of \$1.0 - 2.5 million. Approximated bid date will take place on April 1, 1998.

Project includes: construction scheduling; contractor sampling & testing; untreated aggregate course (Sch A - 159,000 metric tons) (Sch B - 147, 400 metric ton) (Sch C - 98,900 metric ton); watering (Sch A - 39,800 cu meters) (Sch B - 36,900 cu meters) (Sch C - 24,500 cu meters); flagger (Sch A - 3,750 hr) (Sch B - 3,450 hr) (Sch C - 2,250 hr); and other smaller items of work.

For additional information please contact Julie McTaggart at the United States Department of Transportation, Federal Highway Administration, Western Federal Lands Highway Division Contracts Section, 610 East Fifth Street, Vancouver, WA 98611-3893. (360) 696-7520 or Fax (360) 696-7932.

*Expanding Business, continued from page 1*

DOT also serves on the Interagency Committee on Women's Business Enterprise. President Clinton appointed 13 senior officials to this committee, including the Honorable Jolene Molitoris, Administrator for the Federal Railroad Administration, representing the Department of Transportation. The Committee reports directly to the President and Congress. Learn more about the Committee by reviewing their mission, membership and background at <http://www.sba.gov/womeninbusiness>.

Other sites seeking to bridge the gap and increase the volume of federal contract awards to women-owned businesses, as well as promoting general economic advancement, are highlighted in the chart.

Further information regarding any of the four outreach and advocacy programs DOT supports can be accessed over OSD-BU's Internet site at <http://osdbuweb.dot.gov>. Documents related to the Bonding Program, STLP or LOSP

can also be accessed through OSD-BU's fax-on-demand service at 1-800-532-1169. Please request document numbers 102, 101, 113, respectively. Assistance

is also available through our National Information Clearinghouse at 1-800-532-1169.

### Women-Owned Business Assistance

Small Business Administration	(800) 8-ASK-SBA <a href="http://www.sba.gov">http://www.sba.gov</a>
National Association of Women Business Owners	(301) 608-2596 <a href="http://www2.nawbo.org/nawbo">http://www2.nawbo.org/nawbo</a>
National Association of Railway Business Women	(800) 67-NARBW <a href="http://www.narbw.org.essence.html">http://www.narbw.org.essence.html</a>
Women's Transportation Seminar	(617) 367-3273 <a href="http://www.oz.net/wts/front.htm">http://www.oz.net/wts/front.htm</a>
Women's Business Owners Corporation	(301) 530-7500 <a href="http://www.wboc.org">http://www.wboc.org</a>
Online Women's Business Centers	(800) 8-ASK-SBA <a href="http://www.onlinewbe.org">http://www.onlinewbe.org</a>

## Tina Woodbury is Building Bridges to Success

Tina Woodbury is an example of a woman business owner who has become a success in the construction industry through her own determination and vision. As a single parent, she struggled to earn a living in retail and service industry work. In 1994, Tina learned of Women Unlimited, a vocational skills training program in Maine, which also provided a job referral network for women interested in the nontraditional trades work. Through her training and placement, she learned the

principals of construction and a variety of skills including tying steel on vertical columns, layout and design, crane operations signals - all while working on high stations in all types of weather conditions. While working against the odds in a nontraditional trade, she learned her craft as a trainee and later as a journeyed craftsperson. Tina realized that heavy highway and bridge con-

struction transportation work offered better earning power, opportunity for career advancement and access to perhaps the dream of business ownership.

Once Tina completed her training, she accepted a position with a contractor on a project as a journeyed worker. It was during this time, she began considering self employment options. Within a few months, Tina took the plunge into the ownership of her own business.

With less than fifteen hundred dollars and a very strong determination, Tina rented the necessary

construction equipment and secured her first contract; a small foundation job. By its end, she successfully secured another project that now required her to acquire commercial liability insurance and hire a workforce, growing her business. During one of Tina's early contracts, Senator Susan M. Collins (Maine) had the opportunity of meeting Tina and her daughter Cassandra. Senator Collins

commented:

"Like many of the other women responsible for the construction of the new Casco Bay Bridge, Tina began work here as an on-the job trainee. She took the skills learned in on-the-job training and started Maine Rebar Services. Today, she bids on bridge project similar to

the one on which she learned her skills."

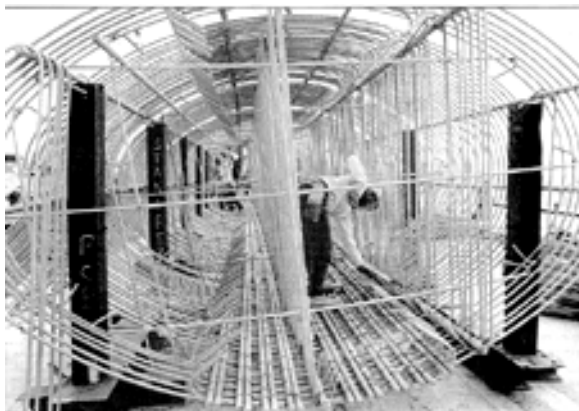
Tina Woodbury's business, Maine Rebar Services, was incorporated in 1995 and became a Maine DOT certified women-owned business enterprise. In May of last year, Tina and several other women business owners met with Transportation Secretary Rodney E. Slater. The meeting centered on a discussion about the personal effect of the 1996 Personal Responsibility and Work Opportunity Reconciliation Act, commonly referred to as the Welfare Reform Act. They discussed their individual struggles and perseverance as they sought to make their goals reality.



*Tina Woodbury, President and CEO of Maine Rebar Services, taking an on-site inspection of a construction facility.*



*Laying the foundation for one of Maine Rebar Services' varied projects.*



*Maine Rebar Services tie reinforcing steel rods together for a bridge support.*

Many would consider Tina Woodbury's determination and ultimate success an example for others to follow. Tina would characterize herself as not only a potential role model for other business women with similar goals, but more simply as a mother with ambitions and dreams.

*For additional information, please contact Maine Rebar Services at (207) 892-2851.*

## Congratulations!



*Emily Solomon leaves OSDBU  
for the Office of the  
Inspector General*

The Office of Small and Disadvantaged Business Utilization (OSDBU) congratulates Ms. Emily Solomon for her recent promotion. Emily served as OSDBU's Manager of the Short Term Lending Program (STLP) for six years. Her leadership and dedication to the program is exemplified by the growth in DOT's STLP awards from \$1.3 million in 1992 to almost \$10 million in 1996. She is currently working for DOT's Office of the Inspector General.

## CALENDAR OF EVENTS OF INTEREST TO M/WBES MARCH/APRIL 1998

Date	Event	Location	Contact
March 10	<b>U.S. DOT/OSDBU Nashville Small Business Transportation Forum</b> at the Regal Maxwell House	Nashville, TN	Susan Bowser (202) 366-5577 1-800-532-1169 email: susan.bowser@ost.dot.gov
March 16	<b>Opportunities '98: Making Dollars and Sense Selling to Government Agencies</b> , Sponsored by Congressman Charles H. Taylor	Asheville, NC	Richard Faulkner (704) 251-1988
March 16-20	<b>Traffic Signal Operation in Coordinated Systems</b> , Georgia Institute of Technology	Atlanta, GA	Fran McPeters (404) 894-2547
March 18-19	<b>DOT FAA West Coast Small Business Procurement Conference</b>	Manhattan Beach, CA	Judy Sullivan (310) 725-7557
March 30-April 1	<b>Integrating Transit and Traffic ITS Applications</b> , Sponsored by the National Transit Institute <a href="http://policy.rutgers.edu/nti/">http://policy.rutgers.edu/nti/</a>	MD/ Washington DC	Eric Bruun (732) 932-1700 email: stparker@rci.rutgers.edu
April 2-4	<b>PR Manufacturers Association Trade Fair</b> , Sponsored by the Puerto Rico Supplier Development Council	Hato Ray, PR	Frankie Ross (787) 721-5518
April 3-10	<b>Community Economic Development National Institute</b> , Sponsored by San Diego State University	San Diego, CA	Linda Guzzo (619) 594-4501
April 7	<b>Face-to-Face: An Executive Business Forum</b> , Sponsored by the American Association of Minority Businesses <a href="http://www.aamb.com">http://www.aamb.com</a>	San Francisco, CA	Charles Kelly (704) 376-2262
April 7-8	<b>Indiana Business Opportunity Fair</b> , Sponsored by the Indiana Regional Minority Supplier Development Council	Indianapolis, IN	Robert Staton (317) 923-2110
April 7-9	<b>1998 Reservation Economic Summit and American Indian Business Trade Show</b>	Denver, CO	(800) 4NCAIED; (602) 545-1298
April 16-19	<b>Annual Meeting 1998</b> , Sponsored by the National Hook-Up of Black Women, Inc.	Joliet, IL	Annette Stewart (773) 667-7061 or fax: (773) 667-7064

<http://osdbuweb.dot.gov>

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